

Message Text

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PAGE 01 DAKAR 01682 061455Z
ACTION COME-00

INFO OCT-01 AF-10 EUR-12 ISO-00 AID-05 CIAE-00 EB-08
FRB-03 INR-10 NSAE-00 USIA-06 TRSE-00 XMB-02
OPIC-03 SP-02 LAB-04 SIL-01 OMB-01 /068 W
-----125776 062059Z /63

R 061139Z MAR 78
FM AMEMBASSY DAKAR
TO SECSTATE WASHDC 3108
INFO AMEMBASSY BRUSSELS
AMEMBASSY PARIS
AMEMBASSY MONROVIA

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EXIM FOR GUADAGNOLI

E.O. 11652: N/A
TAGS: BEXP, SG
SUBJECT: TRADE OPPORTUNITY: EQUIPMENT FOR ASECNA AIRPORTS

1. ROBERT G. ADAMS, VICE PRESIDENT FOR FINANCE OF
MEC-REP-CO OF LIVONIA, MICHIGAN, CALLED AT EMBASSY MARCH 3.
MEC-REP-CO IS BIDDING ON ASECNA (AGENCE POUR LA SECURITE DE
LA NAVIGATION AERIENNE EN AFRIQUE ET A MADAGASCAR) EQUIPMENT
CONTRACT WORTH OVER \$15 MILLION, MOSTLY IN
COMMUNICATIONS GEAR AND RUNWAY LIGHTING FOR 19 AIRPORTS.
FINAL DECISION ON SUPPLIER WILL BE MADE AT ASECNA APRIL 17
MEETING. ADAMS CONVINCED BIDDERS HAVE BEEN TRIMMED TO
TWO; FIRM HARRIS GAUNO LONGER IN RUNNING.)

2. IN HIS DISCUSSIONS WITH ASECNA TOP PERSONNEL ADAMS GOT
IMPRESSION TWO OFFERS WERE SO CLOSE THAT TERMS OF FINANCING
PACKAGE MIGHT BE MAJOR FACTOR IN FINAL CHOICE. ADAMS
WAS TOLD AT ASECNA THAT FRENCH GROUP COULD PUT TOGETHER
ATTRACTIVE FINANCING DEAL AT 7 AND QUARTER INTEREST WITH 3-YEAR
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PAGE 02 DAKAR 01682 061455Z

GRACE PERIOD AND 7 YEAR REPAYMENT THEREAFTER. ADAMS
ASKED AMBASSADOR COHEN'S HELP IN CONFIRMING LATTER OFFIER
SO THAT HE (ADAMS) AND EXIM, WITH WHOM MEC-REP-CO HAS
ALREADY HAD PRELIMINARY DISCUSSIONS, COULD EFFECTIVELY
PLAN FINANCING STRATEGY.

3. DOUBT THAT WE CAN PROVIDE ANY FURTHER INFORMATION

FROM DAKAR. PERHAPS EMBASSY PARIS CAN JUDGE IF TERMS
MENTIONED PARA 2 ARE IN LINE WITH CURRENT FRENCH FINANCING
SCHEMES.

4. COMMENT: IT IS RARE FOR ASECNA TO LOOK BEYOND EUROPEAN
OR EVEN FRENCH MARKET FOR EQUIPMENT, BUT EXCELLENT PERFORMANCE
OF RECENTLY PURCHASED US COLLINS RADIOS AND FEBRUARY
DEMONSTRATION IN DAKAR OF US MICROWAVE LANDING SYSTEM
HAVE STIRRED INTEREST IN AMERICAN PRODUCTS.
COHEN

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NNN

Message Attributes

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Disposition Case Number: n/a
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